

## Message Text

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12

ORIGIN COME-00

INFO OCT-01 NEA-09 ISO-00 EB-05 RSC-01 /016 R

66613

DRAFTED BY: COM/CAGNE-246/DARYAN

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R 222127Z JUL 74

FM SECSTATE WASHDC

TO AMEMBASSY TEHRAN

UNCLAS STATE 158557

E.O. 11652: N/A

TAGS: BEXP IR

SUBJ: BUSINESS VISITORS

1. QORLF RIDGE PLASTICS INC., MOBILE, ALABAMA NOW PREPARING BID FOR 50 MILES PLASTIC PIPE FIVE TO SIX FOOT DIAMETER FOR KHUZESTAN WATER AUTHORITY. TENDER DUE AUGUST 22 AND APPROXIMATE VALUE \$100 MILLION.

2. SINCE MAJOR COMPONENT OF COST IS OCEAN FREIGHT, FIRMNWISHES CONSIDER POSSIBILITY MANUFACTURE FIBERGLASS PIPE IN IRAN. HAVE DEVELOPED RAW MATERIAL SUPPLY SOURCE. INVESTMENT WOULD TOTAL ABOUT \$5 MILLION, AND SAVINGS TO GOI ON THIS ORDER ALONE WOULD BE \$10 TO \$15 MILLION.

3. PRESIDENT OF COMPANY, DONN KAUFFMAN, PLANNING TRIP TO IRAN, ARRIVAL TEHRAN BETWEEN JULY 24 TO 26. WOULD APPRECIATE EMBASSY BRIEFING AND ASSISTANCE TO SECURE APPOINTMENTS MINISTRY ENERGY AND MINISTRY ECONOMICS FINANCE IN ORDER DISCUSS ACCEPTANCE BY BIDDING AUTHORITY FOR LOCALLY MANUFACTURED PIPE AND WILLINGNESS GOI TO PERMIT ESTABLISHMENT PIPE PLANT. KAUFFMAN ALSO WOULD LIKE DETERMINE MAGNITUDE MARKET NEEDS FOR ALL SIZES PLASTIC PIPE.

4. COMPANY VICE PRESIDENT LARRY REED WILL BE IN IRAN AUGUST 22 FOR TENDER OPENING. KISSINGER

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## Message Attributes

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